



Invoice No.: IND-1016-0002

Sold To:  
Indiana State Department of Health  
ATTN: Finance /Purchasing, 2C  
2 N. Meridan Street  
Indianapolis, IN 46204

Invoice Date: 12/28/16  
Order Number: 0015523208  
Fund: 61910/571513 / 305000

---

Description of Services  
Personal Services

Federal ID:	23-2868660
Contract Period:	10/1/2016 - 9/30/2017
Contract Amount:	\$2,250,000.00
Contract Number:	A70-5-041137
Date of Services:	11/1/2016 - 11/30/2016
Payment requested for:	Real Alternatives, Inc.
Description of Services and Total Paid:	\$169,466.54
See attached detailed charges required by ISDH program	
Project Code:	N/A
Activity Code:	N/A

  
\_\_\_\_\_  
Vendor's signature

  
\_\_\_\_\_  
Date



**STANDARDS FOR  
EXCELLENCE**

Accredited under the  
Pennsylvania Association  
of Nonprofit Organizations'  
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112  
717-541-1112 (V) 717-541-9713 (F)

[www.RealAlternatives.org](http://www.RealAlternatives.org) \* [www.LoveFacts.org](http://www.LoveFacts.org) \* [www.ConcernedParents.com](http://www.ConcernedParents.com)

Attachment B: Budget  
 Real Alternatives, Inc. A70-5-041137  
 Indiana Pregnancy & Support Services Program  
 October 1, 2016 - September 30, 2017

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses Nov-16	Actual Expenses YTD thru Nov 2016	Remaining Cost Dec-2016 to Sep-2017
Administrative	Salary	President & CEO	\$55,000.00	3,165.95	5,624.88	\$49,375.12
Administrative	Salary	VP of Administration	\$20,000.00	2,140.50	2,407.86	\$17,592.14
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$6,000.00	769.70	845.06	\$5,154.94
Administrative	Salary	Junior Accountant	\$0.00	-	-	\$0.00
Administrative	Salary	Bookkeeper	\$2,000.00	93.06	102.85	\$1,897.15
Services	Salary	VP of Operations	\$40,000.00	1,881.00	3,391.01	\$36,608.99
Services	Salary	Indiana Services Director	\$40,000.00	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$10,000.00	340.66	736.10	\$9,263.90
Services	Salary	Services Assistance	\$7,500.00	551.83	1,059.55	\$6,440.45
Services	Salary	Billing Coordinator	\$5,000.00	224.84	252.72	\$4,747.28
Services	Salary	Service Provider Approval	\$2,000.00	42.12	42.12	\$1,957.88
Services	Salary	Service Provider Monitoring	\$3,000.00	-	48.78	\$2,951.22
Services	Salary	Hotline Counselor	\$2,000.00	137.74	172.17	\$1,827.83
		<b>Subtotal</b>	<b>\$192,500.00</b>	<b>\$9,347.20</b>	<b>\$14,683.10</b>	<b>\$177,816.90</b>
Administrative	Fringe	Unused Sick	\$0.00	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$5,000.00	256.77	304.36	\$4,695.64
Services	Fringe	Payroll Taxes	\$9,000.00	123.40	215.49	\$8,784.51
Administrative	Fringe	Workers' Comp	\$500.00	25.68	43.15	\$456.85
Services	Fringe	Workers' Comp	\$500.00	21.02	35.31	\$464.69
Administrative	Fringe	Pension	\$2,500.00	174.40	224.06	\$2,275.94
Services	Fringe	Pension	\$2,000.00	75.93	131.33	\$1,868.67
Administrative	Fringe	Employee Group Ins	\$14,000.00	803.75	1,661.99	\$12,338.01
Services	Fringe	Employee Group Ins	\$10,000.00	146.83	637.44	\$9,362.56
		<b>Subtotal</b>	<b>\$43,500.00</b>	<b>\$1,627.78</b>	<b>\$3,253.13</b>	<b>\$40,246.87</b>
Administrative	Travel	Travel/Lodging	\$500.00	-	-	\$500.00
Services	Travel	Travel	\$10,000.00	216.65	312.55	\$9,887.45
		<b>Subtotal</b>	<b>\$10,500.00</b>	<b>\$216.65</b>	<b>\$312.55</b>	<b>\$10,187.45</b>
Administrative	Supplies	Office Expense	\$31,000.00	264.27	594.55	\$30,405.45
Administrative	Supplies	Computer Resources/Upgrades	\$15,000.00	-	-	\$15,000.00
Services	Supplies	Client Education Materials	\$11,160.00	-	6.00	\$11,154.00
Services	Supplies	Pregnancy Test Kits	\$5,000.00	436.00	730.30	\$4,269.70
		<b>Subtotal</b>	<b>\$62,160.00</b>	<b>\$700.27</b>	<b>\$1,330.85</b>	<b>\$60,829.15</b>
Administrative	Contracts	Accounting/IT/Legal consulting	\$10,000.00	143.50	287.00	\$9,713.00
Administrative	Contracts	Auditing	\$4,000.00	323.05	542.79	\$3,457.21
Administrative	Contracts	Copier Service Contracts	\$750.00	51.32	84.71	\$665.29
Services	Contracts	Client Service Providers	\$1,809,500.00	155,146.24	303,878.92	\$1,505,621.08
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	-	-	\$7,000.00
Services	Contracts	Services Advertising	\$8,840.00	-	-	\$8,840.00
Services	Contracts	Services Database Consulting	\$15,000.00	297.50	467.50	\$14,532.50
		<b>Subtotal</b>	<b>\$1,855,090.00</b>	<b>\$155,961.61</b>	<b>\$305,260.92</b>	<b>\$1,549,829.08</b>
Administrative	Other	Professional Development	\$2,000.00	36.00	36.00	\$1,964.00
Administrative	Other	Job advertising	\$500.00	-	4.50	\$495.50
Administrative	Other	New employee screening	\$250.00	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$10,000.00	129.63	627.22	\$9,372.78
Administrative	Other	Rent	\$40,000.00	985.76	1,671.81	\$38,328.19
Administrative	Other	Telephone Service	\$3,500.00	224.78	398.02	\$3,101.98
Administrative	Other	General Business Liability Ins	\$1,000.00	45.98	77.25	\$922.75
Administrative	Other	Insurance - Directors & Officers	\$1,500.00	114.77	192.84	\$1,307.16
Services	Other	Toll Free Referral System	\$2,500.00	76.11	122.08	\$2,377.92
Services	Other	Contract Closeout Cost	\$25,000.00	-	-	\$25,000.00
		<b>Subtotal</b>	<b>\$86,250.00</b>	<b>\$1,613.03</b>	<b>\$3,129.72</b>	<b>\$83,120.28</b>
		<b>Administrative</b>	<b>\$225,000.00</b>	<b>9,748.87</b>	<b>15,730.90</b>	<b>209,269.10</b>
		<b>Services</b>	<b>\$2,025,000.00</b>	<b>\$159,717.67</b>	<b>\$312,239.37</b>	<b>\$1,712,760.83</b>
		<b>Total</b>	<b>\$2,250,000.00</b>	<b>\$169,466.54</b>	<b>\$327,970.27</b>	<b>\$1,922,029.73</b>

**Real Alternatives**  
**Actual Administrative Expenses**  
**Indiana: Fiscal Year 2016-17**

<b>Cost Category</b>	<b>Budgeted Dollars</b>	<b>Actual Expenses</b>	<b>Actual Expenses</b>	<b>Remaining Cost</b>
		<b>Nov-16</b>	<b>YTD-Nov 2016</b>	<b>Dec 2017 to Sep-2017</b>
<b>Personnel</b>				
President & CEO	\$55,000.00	\$ 3,165.95	\$ 5,624.88	\$49,375.12
VP of Administration	\$20,000.00	2,140.50	\$ 2,407.86	\$17,592.14
Assistant Director of Finance	\$0.00		\$ -	\$0.00
Senior Accountant	\$6,000.00	769.70	\$ 845.06	\$5,154.94
Junior Accountant	\$0.00		\$ -	\$0.00
Bookkeeper	\$2,000.00	93.06	\$ 102.85	\$1,897.15
Professional Development	\$2,000.00	36.00	\$ 36.00	\$1,964.00
Payroll Taxes	\$5,000.00	256.77	\$ 304.36	\$4,695.64
Workers Compensation Insurance	\$500.00	25.68	\$ 43.15	\$456.85
Pension	\$2,500.00	174.40	\$ 224.06	\$2,275.94
Employee Group Insurance	\$14,000.00	803.75	\$ 1,661.99	\$12,338.01
Job Advertising	\$500.00		\$ 4.50	\$495.50
New Employee Screening	\$250.00		\$ -	\$250.00
<b>Total Personnel</b>	<b>\$ 107,750.00</b>	<b>\$ 7,465.81</b>	<b>\$ 11,254.71</b>	<b>\$ 96,495.29</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Accounting/IT/Legal Consulting	\$10,000.00	\$ 143.50	\$ 287.00	\$9,713.00
Postage/Shipping	\$10,000.00	129.63	\$ 627.22	\$9,372.78
Auditing	\$4,000.00	323.05	\$ 542.79	\$3,457.21
Travel/Lodging	\$500.00		\$ -	\$500.00
Rent	\$40,000.00	985.76	\$ 1,671.81	\$38,328.19
Telephone Service	\$3,500.00	224.78	\$ 398.02	\$3,101.98
General Business Liability Insurance	\$1,000.00	45.98	\$ 77.25	\$922.75
Insurance-Directors & Officers	\$1,500.00	114.77	\$ 192.84	\$1,307.16
Office Expense	\$31,000.00	264.27	\$ 594.55	\$30,405.45
Computer Resources	\$15,000.00		\$ -	\$15,000.00
			\$ -	\$0.00
<b>Total Operating</b>	<b>\$ 116,500.00</b>	<b>\$ 2,231.74</b>	<b>\$ 4,391.48</b>	<b>\$ 112,108.52</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Equipment Service Contracts	\$750.00	\$ 51.32	\$ 84.71	\$665.29
<b>Total Administrative Expenses</b>	<b>\$ 225,000.00</b>	<b>\$ 9,748.87</b>	<b>\$ 15,730.90</b>	<b>\$ 209,269.10</b>

**Actual Services Expenses  
Indiana: Fiscal Year 2016-17**

<b>Cost Category Personnel</b>	<b>Budgeted Dollars</b>	<b>Actual Expenses Nov-16</b>	<b>Actual Expenses YTD-Nov 2016</b>	<b>Remaining Cost Dec 2016 - Sept 2017</b>
Vice President of Operations	\$40,000.00	\$ 1,881.00	\$ 3,391.01	\$36,608.99
Indiana Services Director	\$40,000.00		\$ -	\$40,000.00
Services Coordinator	\$10,000.00	340.66	\$ 736.10	\$9,263.90
Billing Coordinator	\$5,000.00	224.64	\$ 252.72	\$4,747.28
Services Assistance	\$7,500.00	551.83	\$ 1,059.55	\$6,440.45
Service Provider Approval	\$2,000.00	42.12	\$ 42.12	\$1,957.88
Service Provider Monitoring	\$3,000.00	-	\$ 48.78	\$2,951.22
Hotline Counselor	\$2,000.00	137.74	\$ 172.17	\$1,827.83
Payroll Taxes	\$9,000.00	123.40	\$ 215.49	\$8,784.51
Workers Compensation Insurance	\$500.00	21.02	\$ 35.31	\$464.69
Pension	\$2,000.00	75.93	\$ 131.33	\$1,868.67
Employee Group Insurance	\$10,000.00	146.83	\$ 637.44	\$9,362.56
<b>Total Personnel</b>	<b>\$ 131,000.00</b>	<b>\$ 3,545.17</b>	<b>\$ 6,722.02</b>	<b>\$ 124,277.98</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Client Education Materials	\$11,160.00		\$ 6.00	\$11,154.00
Services Advertising	\$8,840.00		\$ -	\$8,840.00
Meetings/Seminars/Conference	\$7,000.00		\$ -	\$7,000.00
Travel/Lodging To Service Providers	\$10,000.00	216.65	\$ 312.55	\$9,687.45
Srvcs Database Consulting & Dev	\$15,000.00	297.50	\$ 467.50	\$14,532.50
Client Service Providers	\$1,809,500.00	155,146.24	\$ 303,878.92	\$1,505,621.08
Toll-free Referral System	\$2,500.00	76.11	\$ 122.08	\$2,377.92
Contract Closeout Cost	\$25,000.00		\$ -	\$25,000.00
<b>Total Operating</b>	<b>\$ 1,889,000.00</b>	<b>\$ 155,736.50</b>	<b>\$ 304,787.05</b>	<b>\$ 1,584,212.95</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Pregnancy Test Kits	\$5,000.00	\$ 436.00	\$ 730.30	\$4,269.70
<b>Total Services Expenses</b>	<b>\$ 2,025,000.00</b>	<b>\$ 159,717.67</b>	<b>\$ 312,239.37</b>	<b>\$ 1,712,760.63</b>